From: **Dejan Todorovic** dejan.todorovic@dirigent-acoustics.co.rs
Subject: Re: Offer Dirigent Acoustics
Date: 8 October 2024 at 13:44
To: 于杨 fresh_0123@126.com
Cc: dinglijin@cric.rs, design-dept@cric.rs, anita.dimoski@mgsi.gov.rs

Dear YuYang,

Thank you for accepting our quotation, please issue the payment as soon as possible, so we can start working. It is important to continue immediately to fulfil tight deadlines.

Best regards,

Dejan Todorović
Managing Director

DIRIGENT acoustics LLC
audio•acoustics•noise control

HQ: Mažuranićeva 29/9,
11010 Belgrade, Serbia
Office: Science Technology Park Belgrade
11060 Belgrade, Serbia
Phone: +381 11 43 50 222
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www.dirigent.acoustics.solutions

> On 7. 10. 2024., at 10:36, 于杨 <fresh_0123@126.com> wrote:
>
> Dear Dejan
> Thank you for your detailed explanation. I also understand the urgency and complexity of the project. I agree with your quotation.
> Please proceed with the work according to the design drawings as soon as possible.
> We will also prepare the contract and sign it as soon as possible. Please coordinate with Dot to adjust the on-site equipment and test and pass the test as soon as possible.
> Best Regards
> YuYang CRSC
>
> ---- Replied Message ----
>
> | | |
> |---|---|
> | From | Dejan Todorovic<dejan.todorovic@dirigent-acoustics.co.rs> |
> | Date | 10/6/2024 16:45 |
> | To | 于杨<fresh_0123@126.com> |
> | Cc | anita.dimoski@mgsi.gov.rs<anita.dimoski@mgsi.gov.rs>, dinglijin@cric.rs<dinglijin@cric.rs>, Olivera Mitrović<olivera.mitrovic@dotsmartsolutions.rs>, design-dept@cric.rs<design-dept@cric.rs> |
> | Subject | Re: Offer Dirigent Acoustics |

Dear YuYang,

Thank you for your kind email and for sending the AutoCAD documentation on Friday evening. We have already begun work on the 3D models and calculations yesterday, regardless of your decision on our offer.

I completely understand your concerns and assure you this is an exceptional situation. In response, I've dedicated significant effort to finding a solution while maintaining our professionalism and commitment. The emergency we faced was not caused by our actions. As you may recall, our previous project went flawlessly because the design team provided STI calculations during the project phase. I am optimistic about our continued collaboration and look forward to returning to normalcy, where we can meet regular deadlines, leading to regular pricing.

Once again, I would like to express my gratitude for the strong partnership we have established and for your team's commitment to the project. I recognize the passion for the job you share with my team.

As discussed in the meeting, I announced that the costs outlined in our previous offers would increase due to shortened deadlines, but I didn't have the final numbers. I collected offers and put all the information together on paper on Friday and concluded the offer.
We must issue reports with acceptable STI results for two major stations, Novi Sad and Subotica, and eight smaller stations. According to Mrs Anita Dimoski, who leads and supervises this project at MGSI, the goal is to achieve acceptable test results by October 24th for NoBo's review starting on October 25th. This timeline means we have only 16 days, counting from Tuesday, October 8th, which allows just 1.6 days per railway station on average to complete all tasks!

As we agreed, we are providing two types of services: design and field tuning and tests. Design services must be completed before fieldwork and include on-site implementation by a third party, Dot Smart Solutions. Based on our previous experience, we are confident in their ability to handle this effectively. Fieldwork includes tuning the systems and performing final checks before official STI and noise measurements. If any issues arise during fieldwork, our team will work diligently to resolve them and maintain open communication with me, the design team and all participants for necessary adjustments. These steps are detailed in the email accompanying the offer.

Considering the deadlines and complexity of tasks, several critical factors influence the pricing. Engaging additional engineers and manual workers (with vehicles) on short notice to meet the October 24th deadline has significantly increased labour costs. These additional resources are essential to work simultaneously on the design and the field, manage the scope, and maintain quality standards efficiently. The additional engineers are required to be (and I found two of them) trained in specialized software (EASE) for 3D modelling and STI calculations. Part of the 17-day timeline also includes weekend work, and our company policy mandates significant compensation for weekends, increasing overall expenses. We also need to adjust our schedules and allocate resources to two other major ongoing projects: the Noise Barriers Project for the highway through Belgrade, with a deadline of November 11th, and the Strategic Noise Maps and Action Plans for the City of Belgrade, whose second phase concludes by November 1st. Consequently, I have already cancelled my trip to Romania (October 8th–11th), where I was kindly invited by Saint-Gobain.

Finally, I assure you that I did not apply any percentage increase arbitrarily. I compiled all the relevant figures to construct the offer. I am looking forward to your final decision so we can continue progressing on the project.

Warm regards,

Dejan Todorović
Managing Director

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> On 6. 10. 2024., at 09:11, 于杨 <fresh_0123@126.com> wrote:
>
> Dear Dejan
> A mutual agreement was reached in the meeting between Dirigent and us on the sound field test of public address system for project of Novi Sad – Subotica high speed railways at Dirigent premises on 3rd, Oct. 2024.
> In the meeting, we requested to add 7 more small sized stations into previous test solutions, and Dirigent committed that all sound field tests (including the added stations) are completed and the corresponding reports are submitted by 25th, Oct 2024. (except for the special conditions such as inclement weather or other force majeure)
> Previously on 30th, Sep 2024, the offer from Dirigent sent to us on the design and consultant of the sound field test is RSD 1,696,121 (without VAT).
> After the meeting on 3rd, Oct. 2024, we agreed with the extra charges for additional 7 small railway stations, to which we referred in Dirigent offer on 30th, Sep 2024, the updated offer should be RSD 3,479,525 (without VAT)
> Besides, for the re-test of sound field at Novi Sad station, the agreed unit price per test point is 28,000 RSD, and the total agreed charges for all 9 test points are 252,000 RSD (without VAT)
> In the meeting we agreed to provide design drawings and prepare the contract, while Dirigent will start the related design work at once and provide the updated offer.
> However, despite what's agreed in the meeting on 3rd, Oct 2024, in the updated offer we received from Dirigent on 4th, Oct 2024, the design and consultant charges is 6,660,629 RSD (without VAT), which is 92% higher than agreed price; the re-test on Novi Sad station is charged 634,860 RSD (without VAT) that is 152% higher than agreed price.
> It is a shock for us, and we would like to know the reason why the updated offer is incredibly increased under the agreed conditions in the last meeting.
> Best regards
> YuYang CRSC
>
> ---- Replied Message ----
> From Dejan Todorovic<dejan.todorovic@dirigent-acoustics.co.rs>
> Date 10/4/2024 15:17
> To 于杨<fresh_0123@126.com>
> Subject Offer Dirigent Acoustics
> Dear Mr. YuYang,
>
> I've attached our offer to this email. Please let me know if the offer is ok or if you need any changes.
>
> Best regards,